

Manager, Products

At Carbon Engineering, our vision is to lead the world in the large-scale removal of carbon dioxide from the air and advance our shift to a sustainable carbon-neutral society. Based in the outdoor recreation hub of Squamish, BC, this role will be a great fit for someone who feels passionately about this vision, and who wants to be a part of a fast-paced culture where contributions are noticed.

Position Scope

This is a senior role for an engineer who can work at the intersection of engineering and business development. Leading a small team, you will have experience working in the chemical, electrochemical, or the petrochemical process industry.

- Reports to the Chief Technology Officer.

Responsibilities

- Set the long-term vision and strategy for Carbon Engineering's products and communicate this strategy to all relevant participants and stakeholders.
- Lead the Products Team to explore and understand relevant carbon markets and product requirements by identifying and working with potential customers.
- Work alongside internal stakeholders to ensure CE's product specifications match customer product requirements.
- Determine customer and corporate requirements for production of test campaign data.
- Analyze and communicate CE's technical value proposition and positioning within relevant markets.
- Develop and own CE's product development definition, roadmap, and positioning.
- Use results of techno-economic assessments and models to,
 - Identify technical opportunities for partnership or areas for advanced development to meet customer requirements
 - Prepare and communicating modelling results both internally and externally
- Technical engagement with customers and investors,
 - Support CTO with customer Q&A
 - Develop product spec sheets to communicate offerings to customers
- Develop technical due diligence materials and presentations to communicate product technical capabilities.
- Create technoeconomic models and technical roadmaps.
- Estimate Capex and Opex for new processes and equipment.

Qualifications

- Education: Graduate level education in Chemical Engineering, Mechanical Engineering or Chemistry.
- Experience: Minimum 10 years of relevant industrial and commercial experience. Demonstrated success as a technical lead in both engineering and business development activities.
- Familiarity with hydrocarbon product standards e.g. ASTM D975 diesel.

- Knowledge of the renewable fuels, low carbon fuels standards (LCFS), renewable fuel standards (RINs) and other hydrocarbon markets.
- Creation and delivery of high technical content presentations to customers, partners and stakeholders.
- Demonstrated experience with commercialization and licensing of new technologies and products.
- Identification of new business opportunities.

In addition to technical skills, you also need to have these attributes to be the right fit:

- A self-starter with the ability to work independently towards multiple deadlines with minimum supervision in a fast-paced environment.
- Hands-on experience and comfort working in a development environment.
- Thrive on doing things that have not been done before (explorer mindset).
- Swiss army knife capabilities and versatility.
- Willingness to travel for customer and partner engagements.
- Must have either landed immigrant status or Canadian Citizenship.

If this seems like the dream job for you, send your resume to careers@carbonengineering.com and quote “Manager, Products” in the subject line.